

**County of San Diego, DPW ~ Airports**  
**Request for Proposals**  
**for development of Industrial Property**  
**Weld Boulevard Site**



**Pre-Proposal Conference**  
**August 28, 2013**

## Background

- County owns and operates eight airports
- Gillespie Field – General Aviation airport in El Cajon
- Gillespie Field provides over 3,000 jobs stimulating local economic activity

Property available for development

31.47 Gross Acres located on Weld Blvd.



# WELD BOULEVARD SITE



# Site Description

- To be leased “As Is”
- No guarantees on any site conditions
- Proposers encouraged to perform due diligence
- Environmental clearances and all entitlements will be developer’s responsibility



# Objectives

- Put the land into productive use contributing to the synergy of the industrial parks
- Encourage local job creation and economic stability
- Modern attractive design and energy efficient buildings using LEED principles
- Developer responsible for design and costs of infrastructure installation

# Requirements

- \$60,000 fee for Development and Disposition Agreement (DDA)
- With mutual agreement, one-year extensions of DDA are \$30,000 per year
- 55 year Industrial Ground Lease

# Minimum Terms

- Minimum initial Base Monthly Rent  
\$45,000 per month
- Minimum Capital Improvements:  
\$8,654,250



# Evaluation Criteria

## **1. Development Concept**

**(25 of 150 points)**

- a) Compatibility and synergy of the proposed and existing uses
- b) Employment generating potential of the proposed project consistent with ALUCP
- c) Thoroughness of planning
- d) Responsiveness to County's Objectives
- e) Proposed method of operation



# Evaluation Criteria

## **2. Preliminary Design and Development Plan (25 of 150 points)**

- a) Quality of design and proposed construction materials
- b) Use of LEED principals (Leadership in Energy and Environmental Design)
- c) Aesthetic appeal of the project

# Evaluation Criteria

## **3. Revenue Arrangements (25 of 150 points)**

- a) Minimum Base Monthly Rent
- b) Phasing of the Project (if any)
- c) Schedule of rental adjustments
- d) Capital investment

# Evaluation Criteria

## **4. Planning (25 of 150 points)**

- a) Identification of steps and entitlements
- b) Aggressive, but realistic, timetable
- c) Soil studies
- d) Attentiveness to details
- e) Acceptance of lease terms



# Evaluation Criteria

## **5. Experience (20 of 150 points)**

- a) Similar business experience
- b) References

## **6. Financial Strength (20 of 150 points)**

- a) Capital strength
- b) Credit history

# Evaluation Criteria

- 7. Extra Points (10 of 150 points)**
  - a) Comprehensiveness of the proposal
  - b) Professionally prepared plans and artist renderings

# Key Dates – Timeline

- Deadline for submittal of written questions - August 30, 2013
- Pre-Proposal conference presentation and answers on Website - September 6, 2013
- Deadline for proposal submittal - **5:00 PM PST October 10, 2013**
- Notification of Short list and set up interviews - October 17, 2013



# Key Dates – Timeline

- Interview Short list candidates – October 24, 2013
- Preliminary selection of Successful Proposer - October 31, 2013
- DDA and/or Lease fully negotiated and signed by Successful Proposer – November 30, 2013

# Preliminary Agreement Concerning Development and Disposition of Land

- First step towards Lease
- Provides sufficient certainty to Developer to:
  - ✓ Enable to finance
  - ✓ Prepare environmental reviews to comply with CEQA and NEPA
  - ✓ Pursue permits with the City of El Cajon
- CEQA must be completed prior to Lease
- NEPA (if required) must be completed prior to construction
- Environmental Impact Report SCH No. 2006011027 is included within the RFP as Attachment G

# Key Dates – Timeline

- Present DDA and/or Lease and selected Proposal to GFDC January 19, 2014
- Present DDA and/or Lease to the Board of Supervisors - February 2014
- Successful Proposer completes Entitlements - August 2015



# Submittal Check list

- ✓ Letter of Interest / Business Plan
- ✓ Preliminary Design and Development Plan
- ✓ Non-refundable Proposal Fee of \$500.00
- ✓ Proposer's Questionnaire
- ✓ Airport Lease Economic Terms Form
- ✓ Proposed Capital Investment Form
- ✓ Offeror's Disclosure Form
- ✓ Acknowledgement of Review and Acceptance of Lease Terms
- ✓ Submitted by: **5:00 PM PST October 10, 2013**